



North Idaho Real Estate Academy

The Choice for Real Estate Education in Idaho

A 4-hour Live, Elective, CE WORKSHOP "REAL ESTATE Present and Future"

Course Objectives:

Real Estate professionals provide customers and clients with lower prices, better quality service, and greater choices. Fair and open markets must be provided to all consumers. Commissions earned in the business exceeded \$60 billion in 2006, as reported to Congress by the U.S House Financial Services Subcommittee on Housing and Community Opportunity. The **Federal Trade Commission** ("FTC") and the **Department of Justice, Antitrust Division** ("DOJ") held a public **Workshop**, culminating, after two years at a cost of over \$1 million, producing the most comprehensive governmental report to date on the **present and future** of the real estate industry. An *analysis* of these findings in this specific *Report* is the entire course objective. A structured and approved classroom presentation of the highlights of this *Report* seeks to provide an assessment of the industry so that future educational skill development and preparedness will be in step with the changing trends before us.

Brief Course Outline

- ✓ A Licensee **Antitrust Litmus** test.
- ✓ The FTC reviews a typical *RE Transaction*.
- ✓ What are *nontraditional Business Models*?
- ✓ Full Service & Discount Brokerages.
- ✓ Fee-for-Service Brokerages.
- ✓ Virtual Office Website Brokerages.
- ✓ FSBO/Transactional Service Brokerages.
- ✓ Brokerage information on the **Internet**.
- ✓ Gaps in consumer knowledge.
- ✓ Broker **concentration** effects.
- ✓ **Service** dimensions explored
- ✓ **Price** dimensions explored
- ✓ "The Tragedy of the Commission."
- ✓ DOJ scrutinizes **MLS Rules**.
- ✓ **Steering**, as an obstacle to operations.
- ✓ DOJ & FTC **Workshop Conclusions**

Where: North Idaho
Real Estate Academy
1710 N. 4th Street, Ste 105
Coeur D Alene, ID 83814

When: TBD
Instructor: John S. Hollar Jr., BS/BA, MBA
Idaho Broker, IREC Certified
Instructor



Tuition: TBD

IREC Approval: #TBD
Register: 208-664-1898

<http://nireaonline.com/register.htm>

Laptops welcome in class